Department of GENERAL SERVICES PROCUREMENT DIVISION

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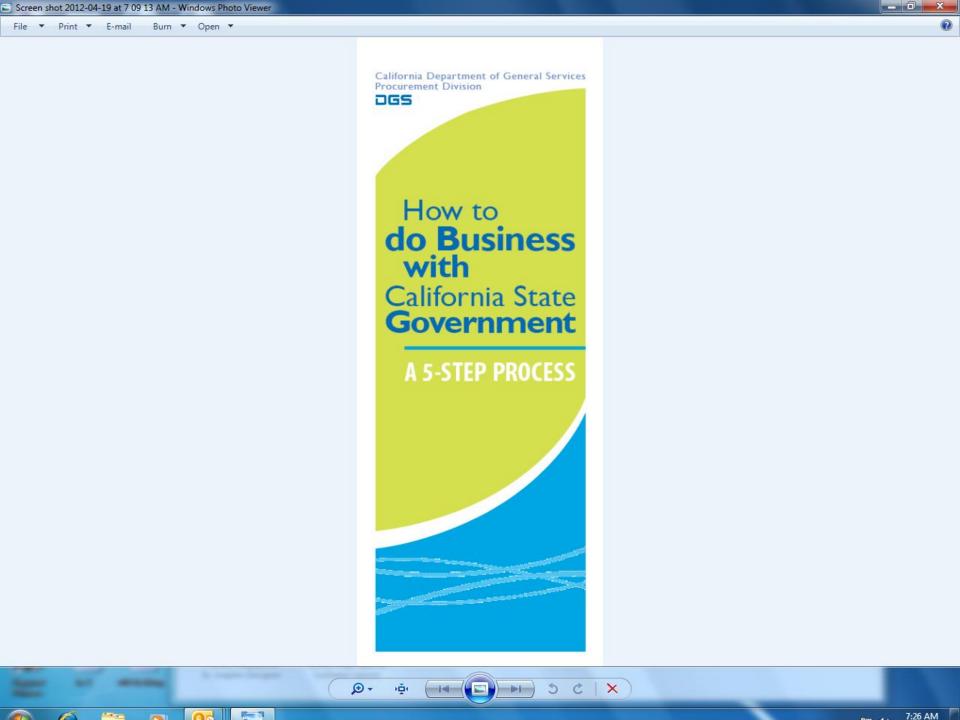
How to do Business with CA State Government Steps 1 & 2, Register Your Business and Become a Small Business (SB) and/or Disabled Veteran Business Enterprise(DVBE)

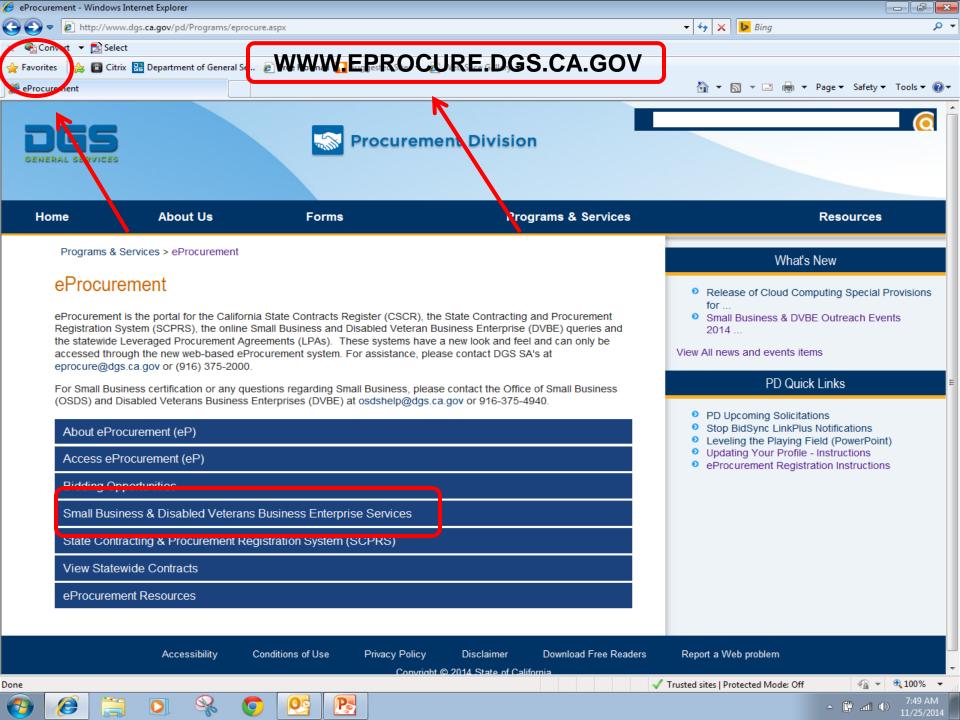
Outreach Liaison

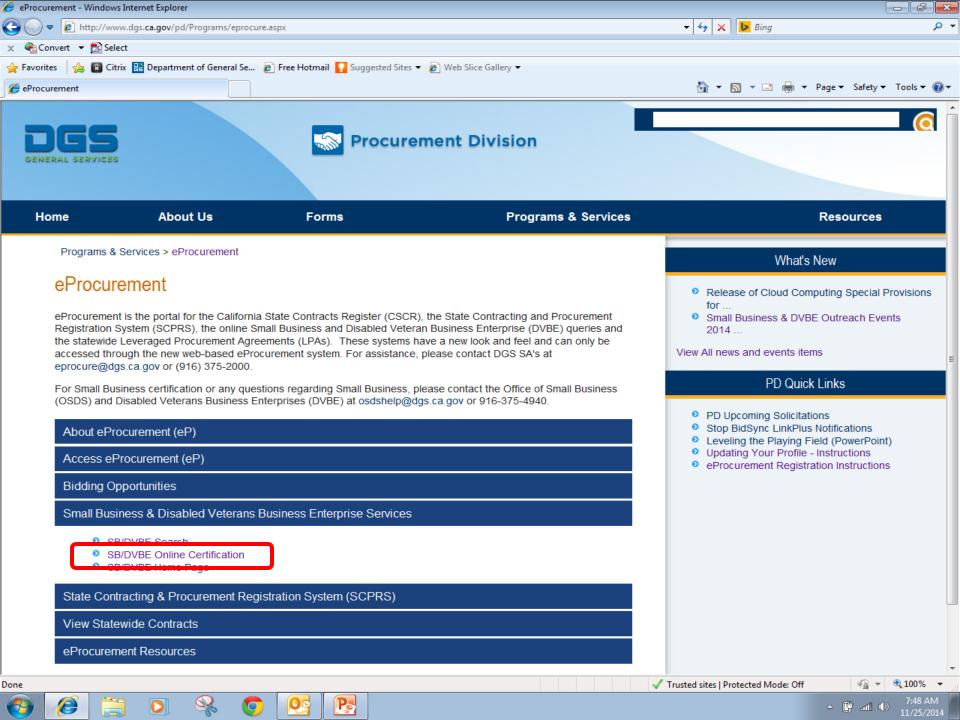
Department of General Services
Procurement Division
Certification and Outreach Branch
707 3rd Street
West Sacramento, CA 95605

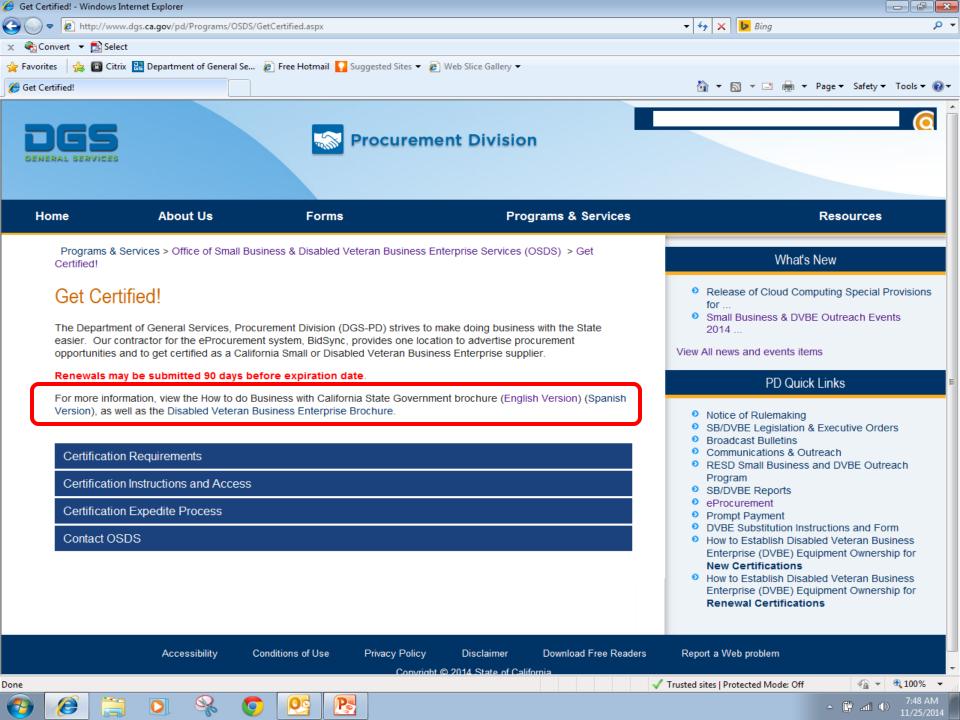
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OBJECTIVES

By the end of this webinar, you will know:

- The Goals of the program
- The Small Business (SB) Requirements
- The Disabled Veteran Business Enterprise (DVBE) Requirements
- The Benefits of the Program
- The Definition of eProcurement
- How to Register your company in BidSync
- How to Get Certified as a SB and/or DVBE



State's SB/DVBE Goals

- Requires state agencies to award at least 25% of their annual contracting dollars to certified Small Business
- Military and Veterans Code Section 999
 requires agencies to award at least 3% to
 certified Disabled Veteran Business
 Enterprises (DVBE)



Small Business Eligibility Requirements

- To be eligible for SB certification, the business must meet the following criteria:
 - Must be independently owned and operated;
 - Cannot be dominant in the field of operation;
 - Must have its principal office located in California;



Small Business Eligibility Requirements

- The business must also:
 - Have its owners (or officers in the case of a corporation) domiciled in California;
 - And, together with the affiliates, be either:
 - a business with 100 or fewer employees, and have an average annual gross receipts of \$14 million or less over the previous 3 tax years, or
 - a manufacturer with 100 or fewer employees



DVBE Definition

For DVBE certification purposes, a "disabled veteran" is a veteran of the U.S. military, naval, or air service; and has a service connected disability of at least 10% or more as certified by the United States Department of Veteran Affairs and must be domiciled in the State of California.



DVBE Eligibility Requirements

- Most DVBEs can also be certified SBs
- To be eligible for DVBE certification, the business must meet the following criteria:
 - Be at least 51% owned by one or more disabled veterans (defined on next slide)
 - Limited Liability Companies (LLCs) must be wholly owned by one or more disabled veterans



DVBE Eligibility Requirements

- Daily business operations must be managed and controlled by one or more disabled veterans. The disabled veteran(s) who manages and controls the business is not required to be the disabled veteran business owner(s)
- The home office must be located in the United States. The home office cannot be a branch or subsidiary of a foreign corporation, foreign firm, or other foreign based business.



DVBE Eligibility Requirements

- More information can be found at:
 - www.pd.dgs.ca.gov/osds
 - or by calling (916) 375-4940



Benefits of Certification

- Increases opportunities for the SB & DVBE community and stimulates the economy
- Levels the playing field when competing for state contracts & purchases
- 5% Bid Preference for Small Business
- The State may offer up to a 5% incentive to DVBE's in the formal bid process



Benefits of Certification

- As a California certified SB/DVBE, your firm is added to the Department of General Services' certified firm database
- State agencies use this database to find suppliers



SB/DVBE Option

- Certified SB or DVBE
- Goods, Services, & IT goods and services -\$5,000.01 to \$249,999.99
- Public Works \$5,000.01 to \$281,000.00
- At least two price quotes (2 SBs or 2 DVBEs)
- Market your company to state agencies (see Step 5)
- Authorized by Govt Code 14838.5



SB/DVBE First Policy

- Certified SB or DVBE
- Goods, Services, & IT goods and services \$0.00 to \$249,999.99
- Public Works \$0.00 to \$281,000.00
- At least two price quotes (2 SBs or 2 DVBEs)
- Department of General Services, Franchise Tax Board, Department of Veterans Affairs, Military Department, Department of Public Health, California Highway Patrol, California Department of Technology, Department of Education, California State Retirement System, and Department of Consumer Affairs have the First Policy in place.



How to do Business with the State of California

A FIVE-STEP PROCESS



What is eProcurement?

The California Department of General Services (DGS), Procurement Division (PD) partners with BidSync to host California's online procurement service (eProcurement). It helps State agencies organize, automate and better manage purchasing processes.



Benefits

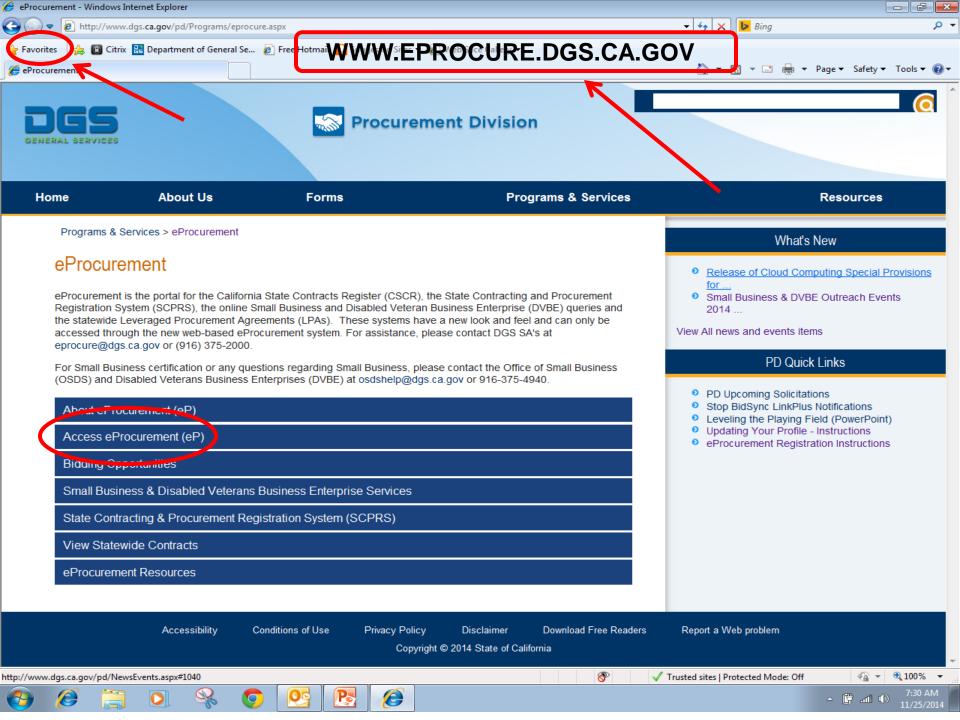
- Consolidation: Apply for SB/DVBE certification, respond to solicitations & more
- Accessibility: Wherever you have Internet access
- Transparency: View public information regarding procurement & contracting activities

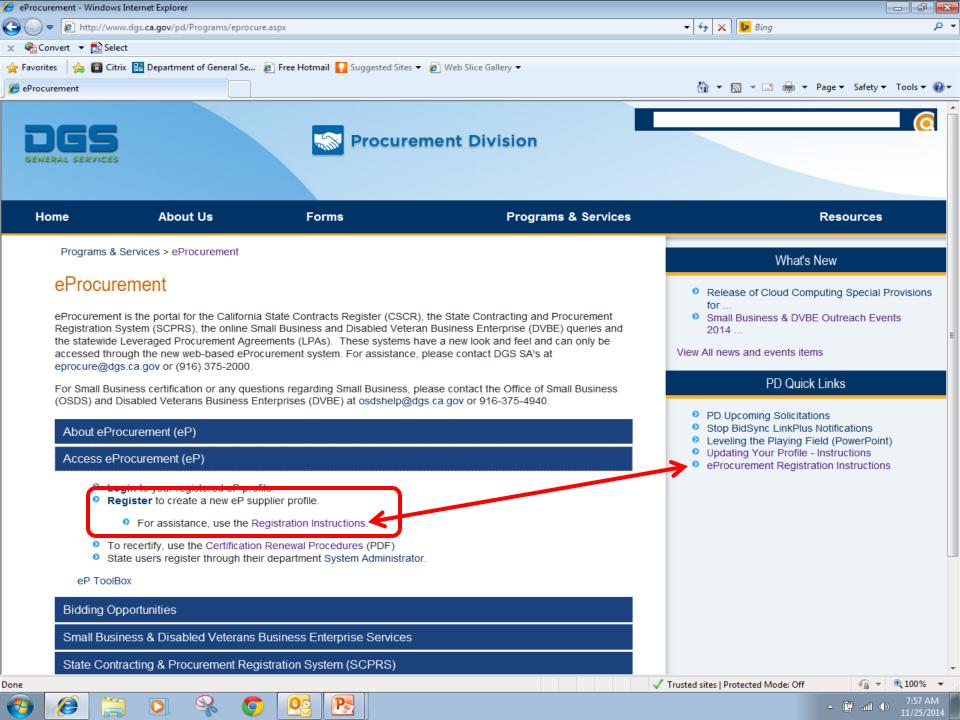


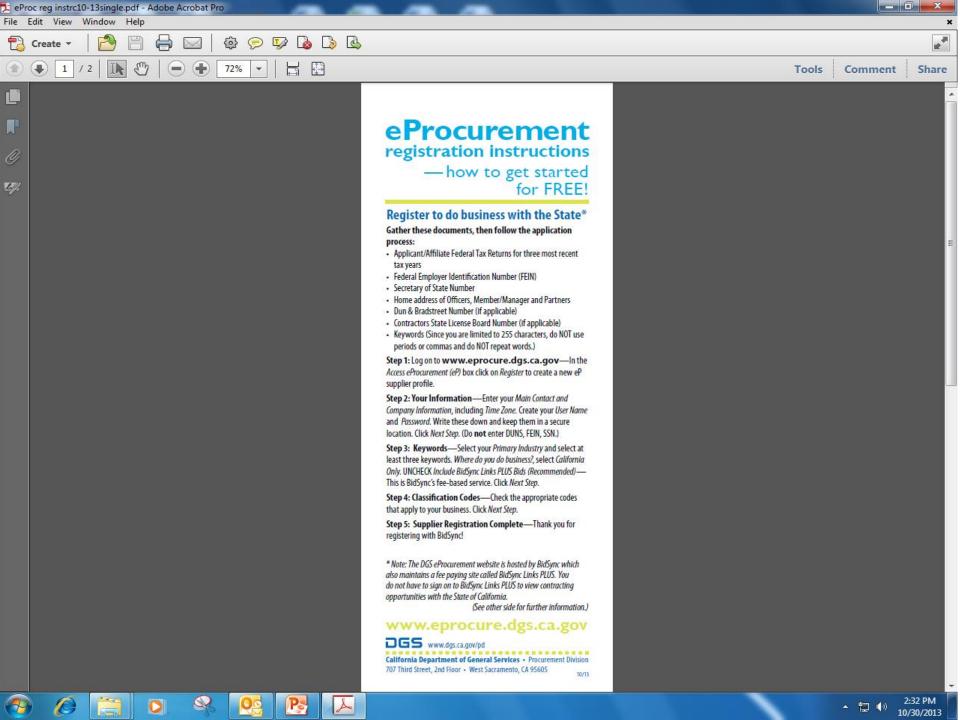
STEP 1-Register with BidSync

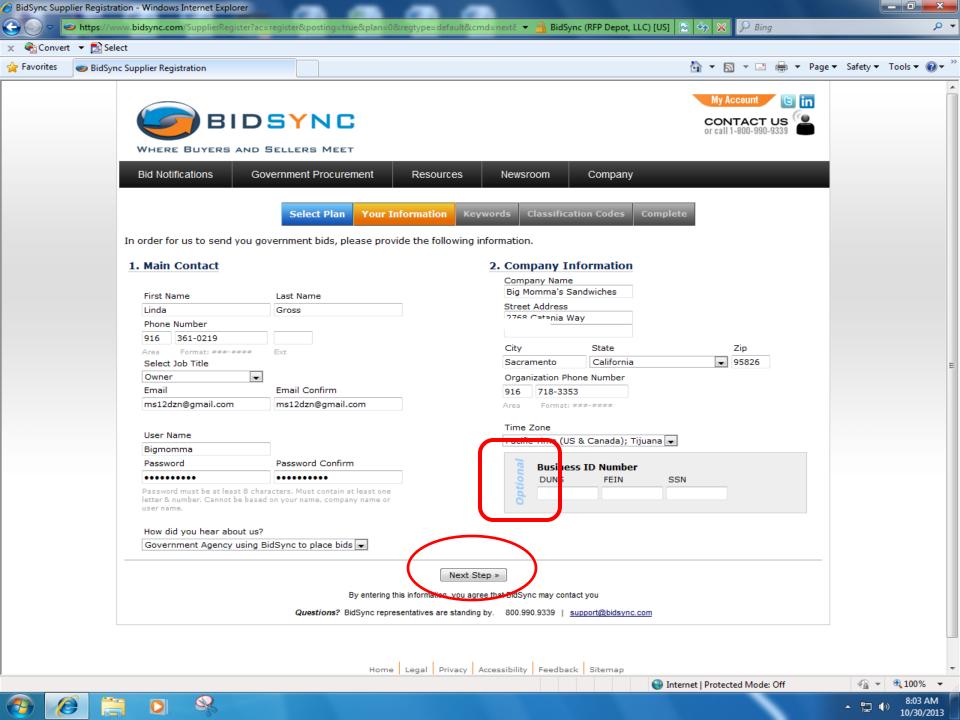
- Get Registered at BidSync
 - Go to www.eprocure.dgs.ca.gov
 - Choose a user name and password

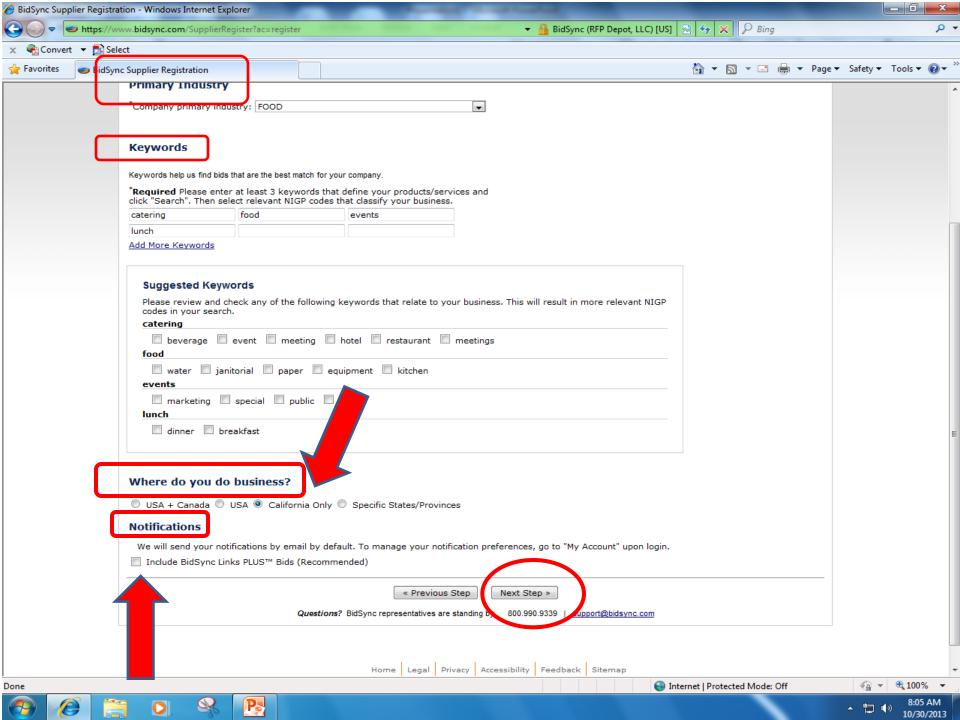


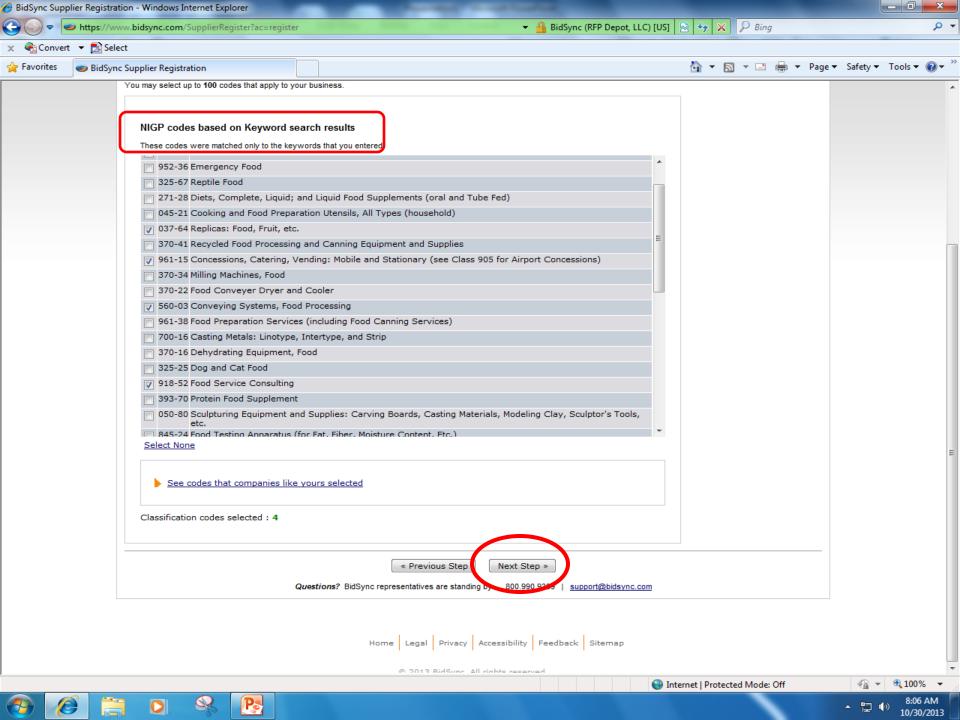


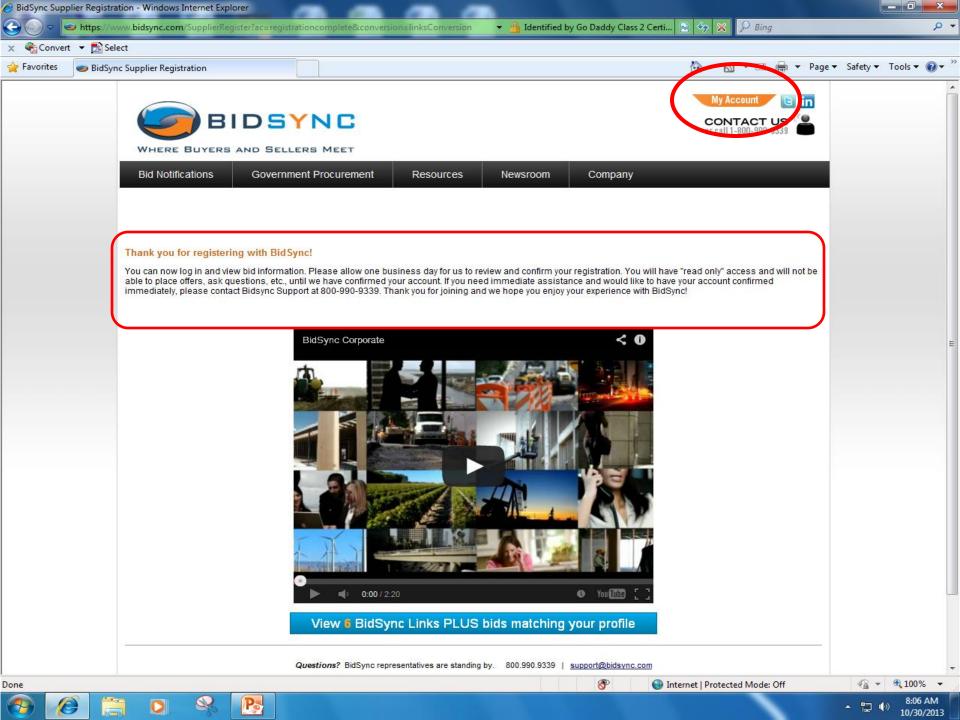


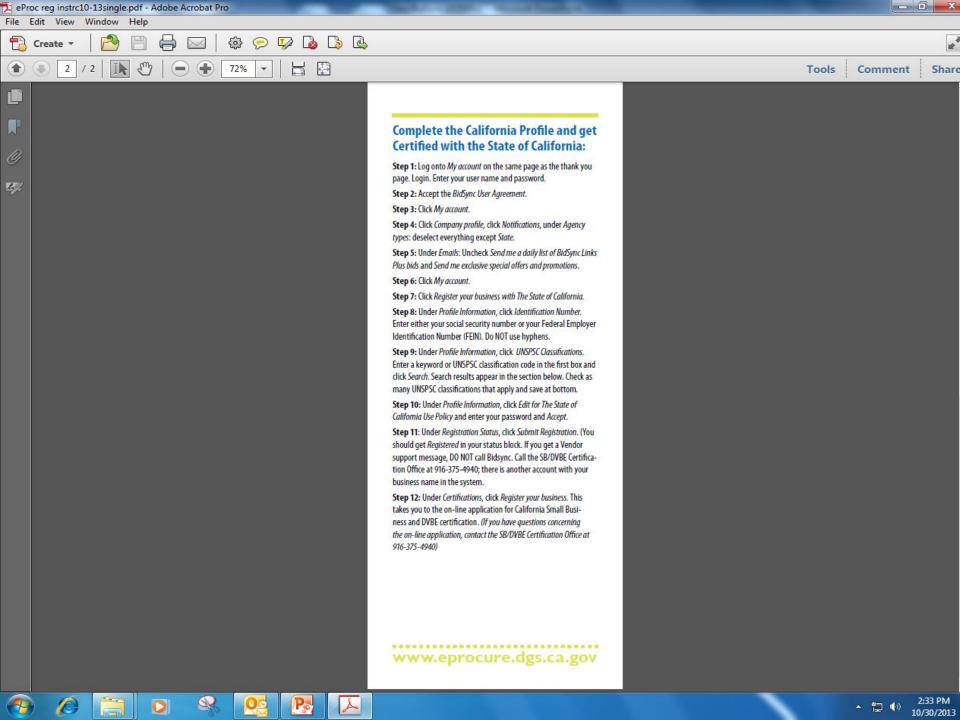


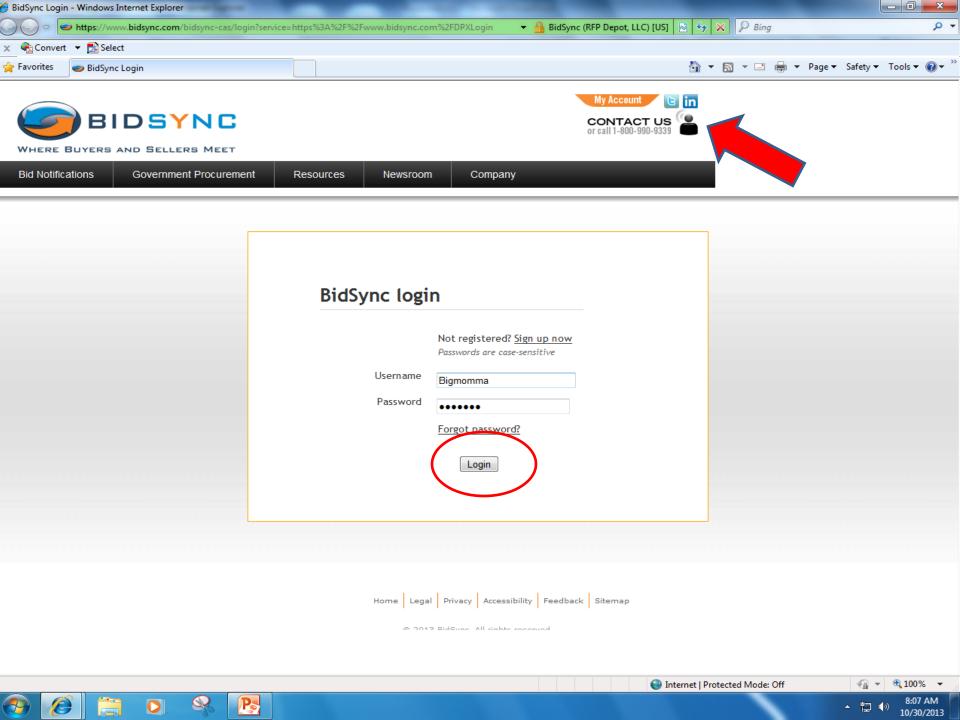


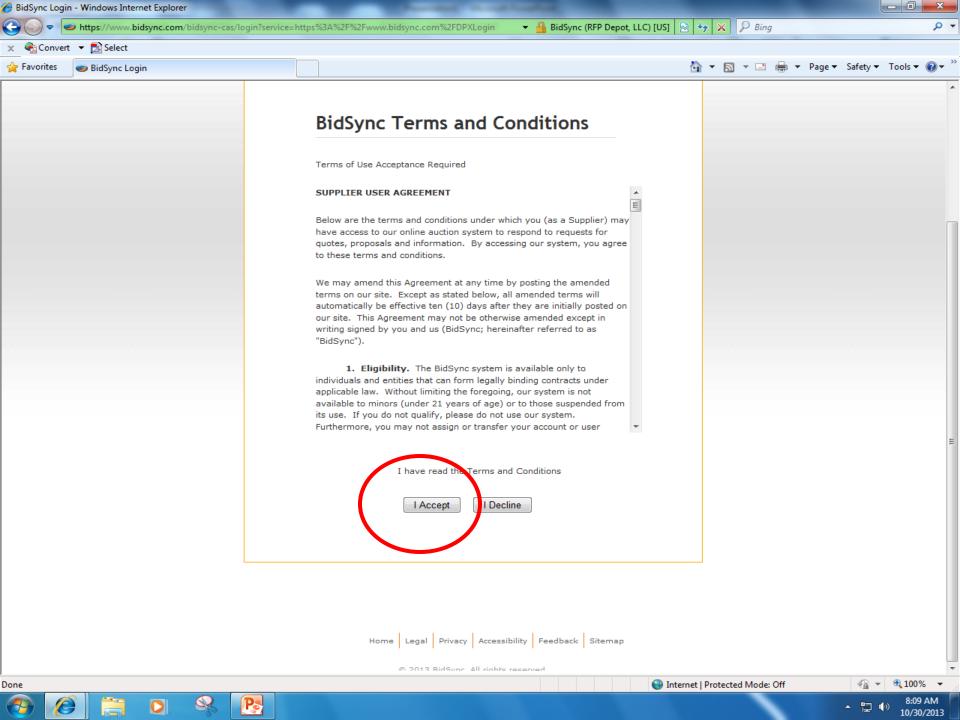


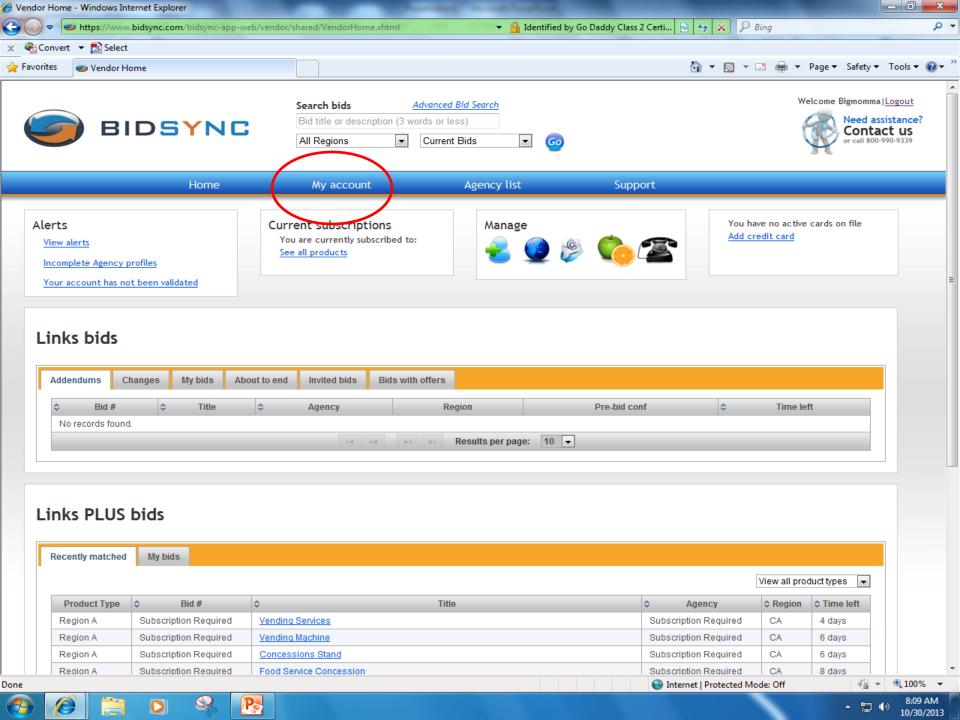


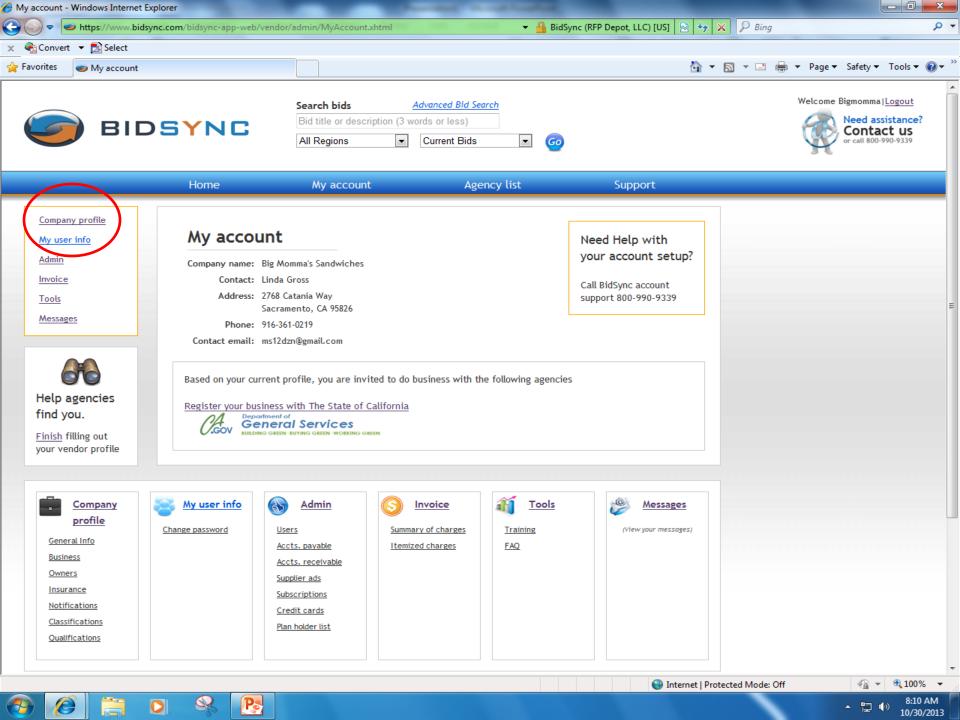


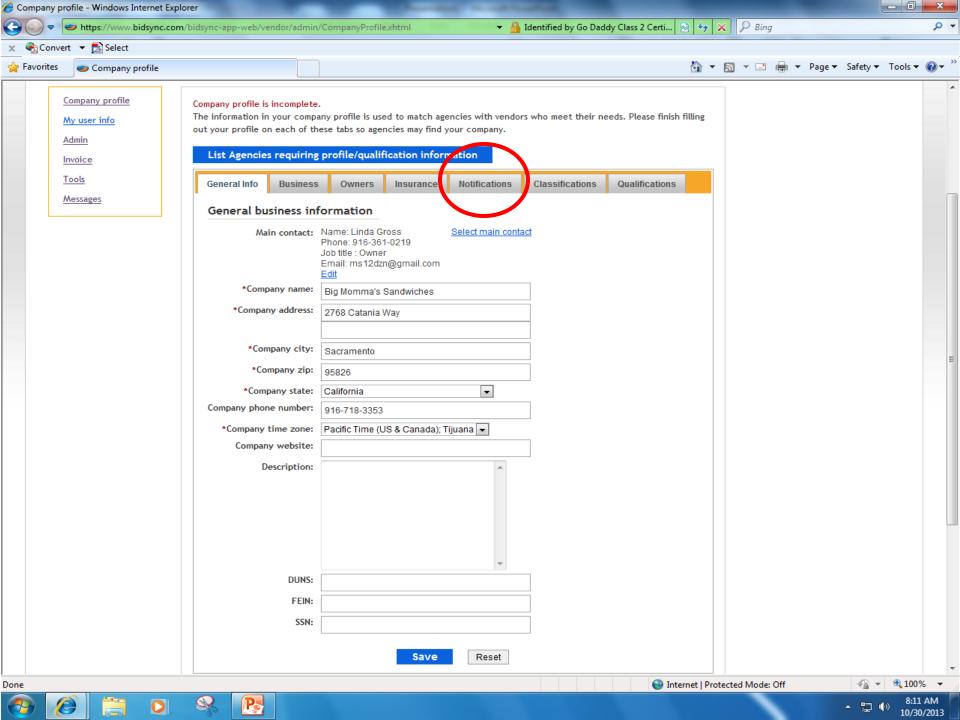


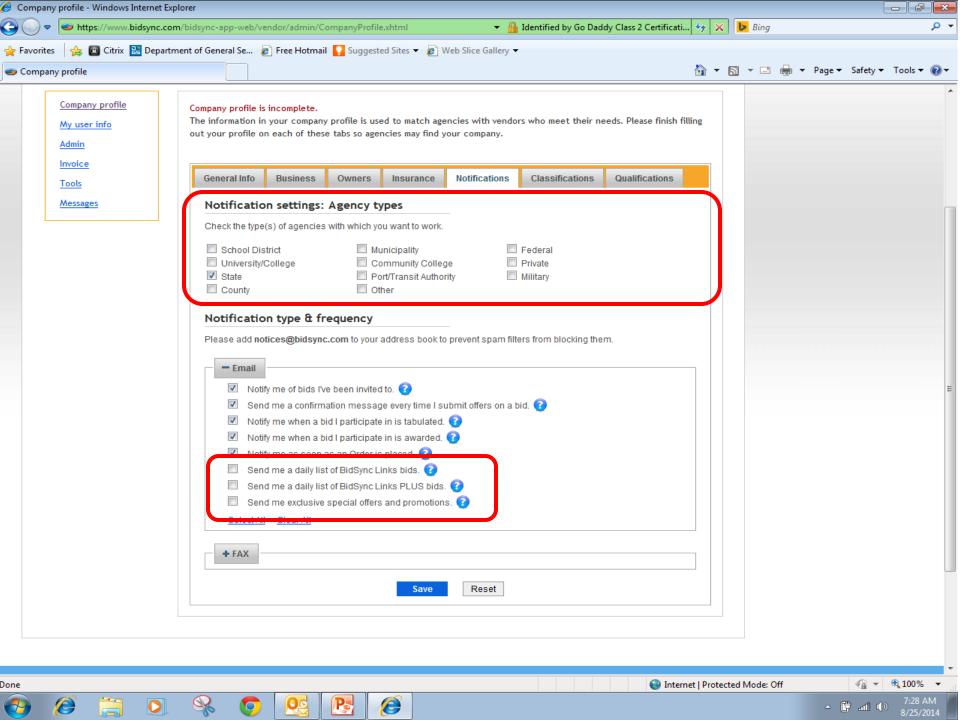


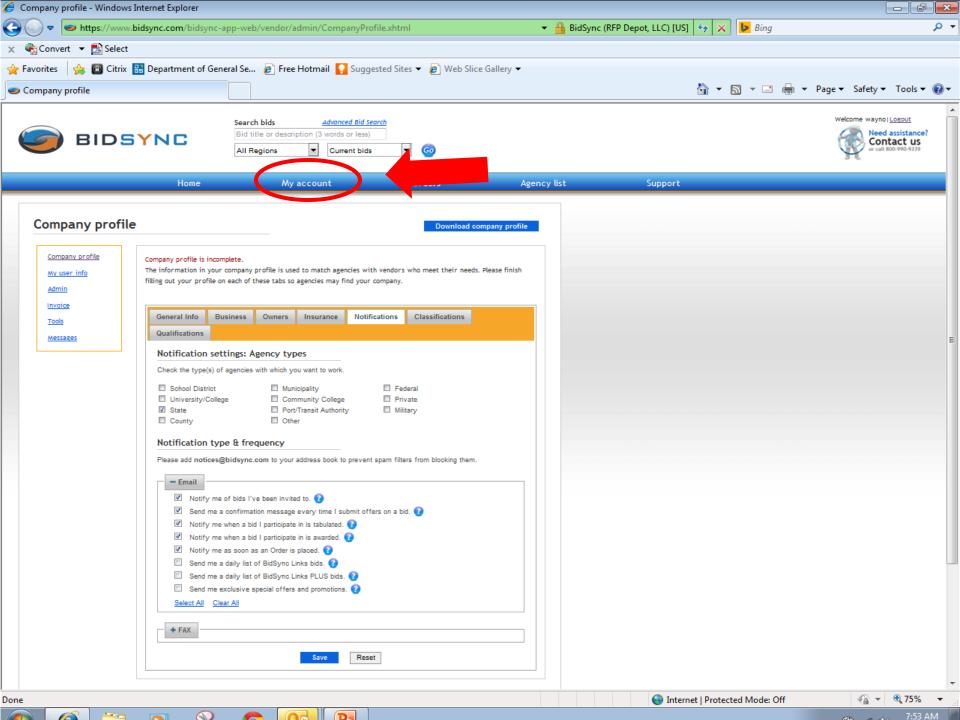


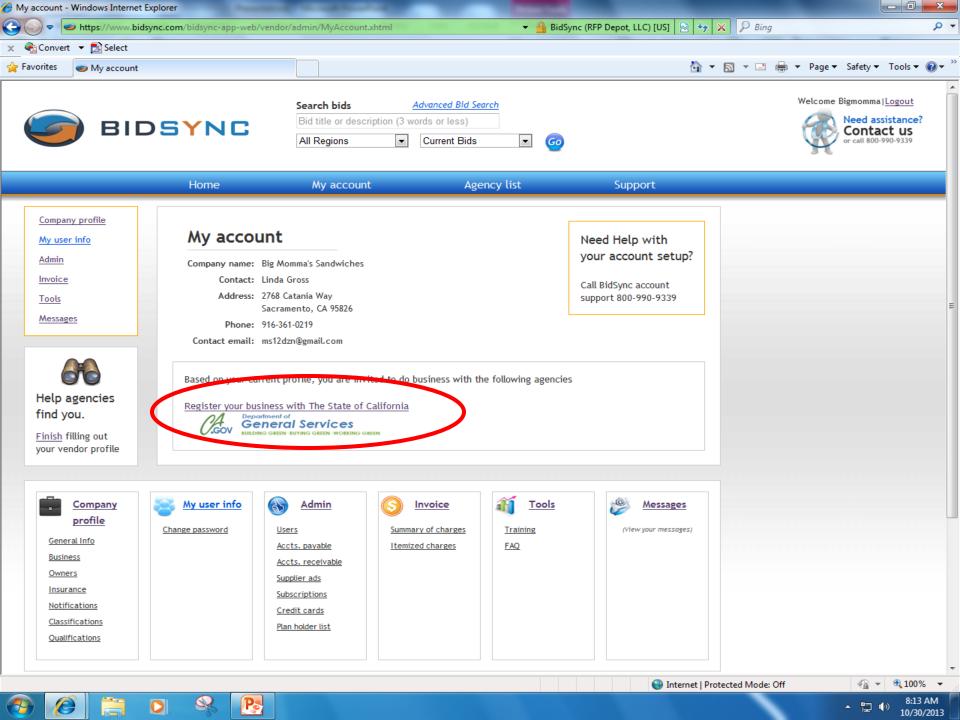


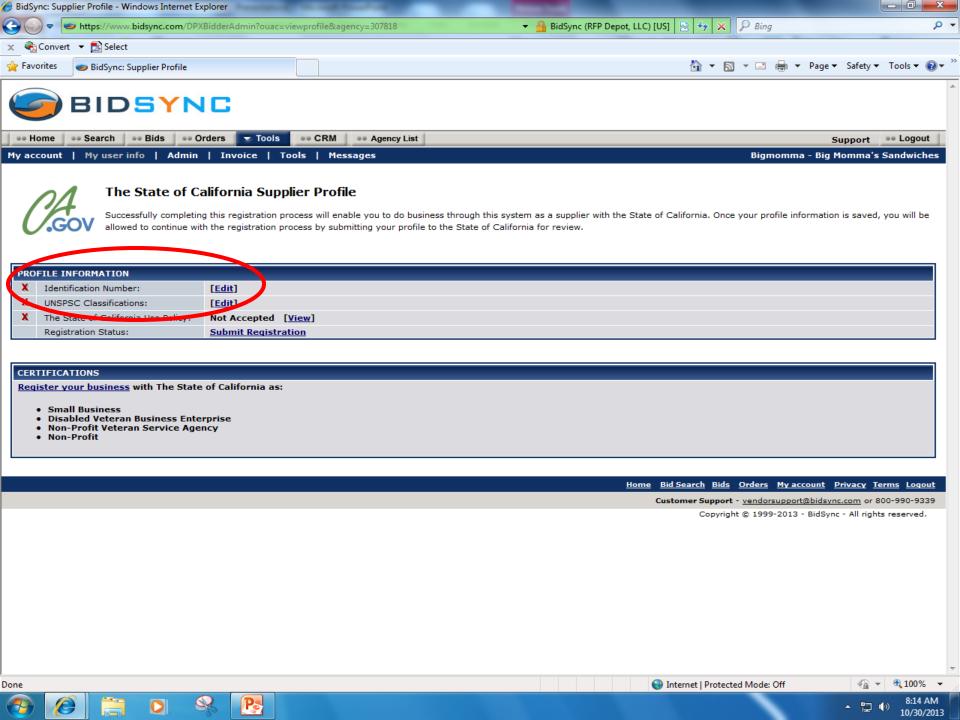


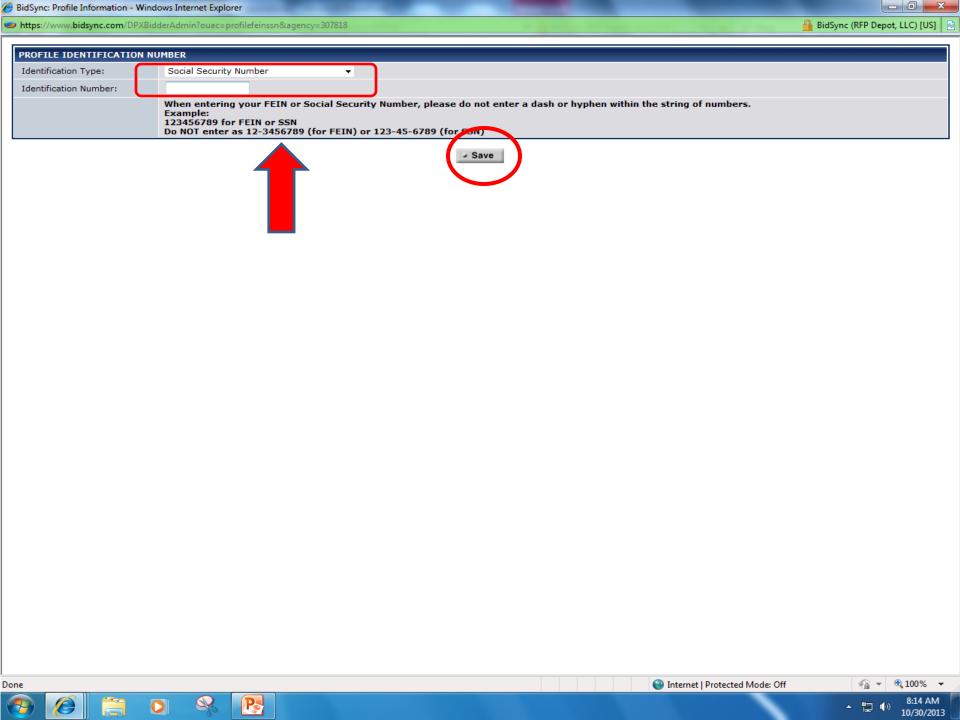


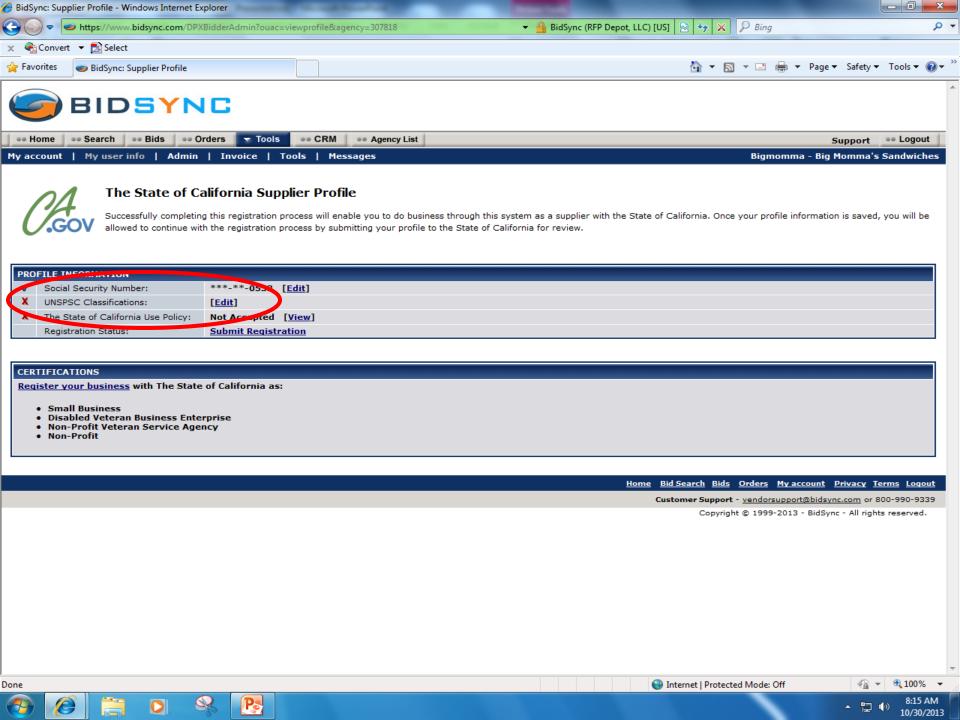


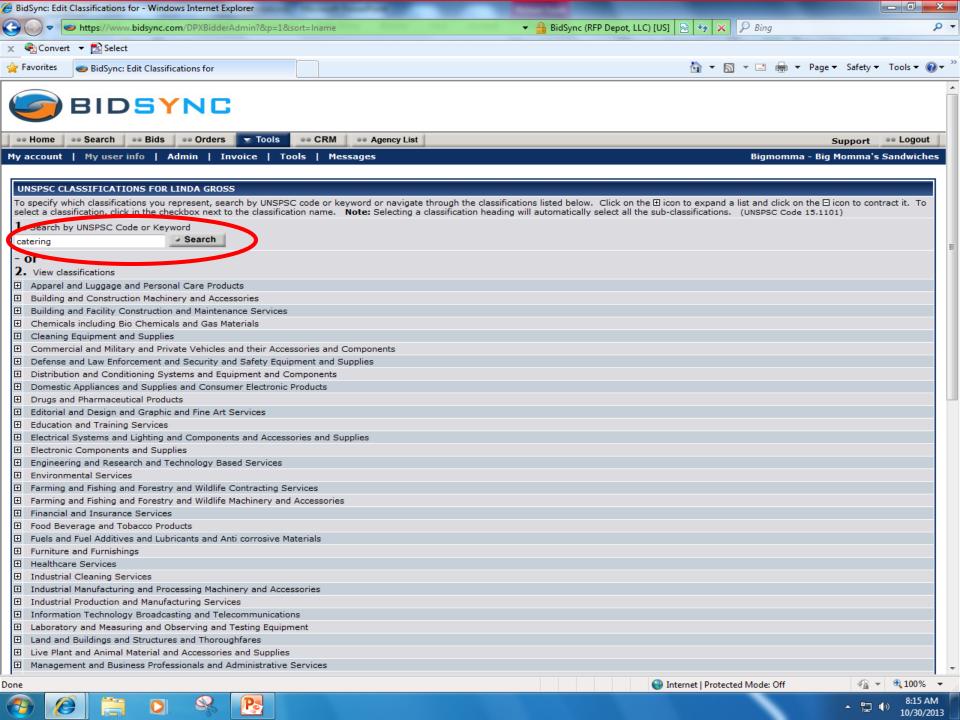


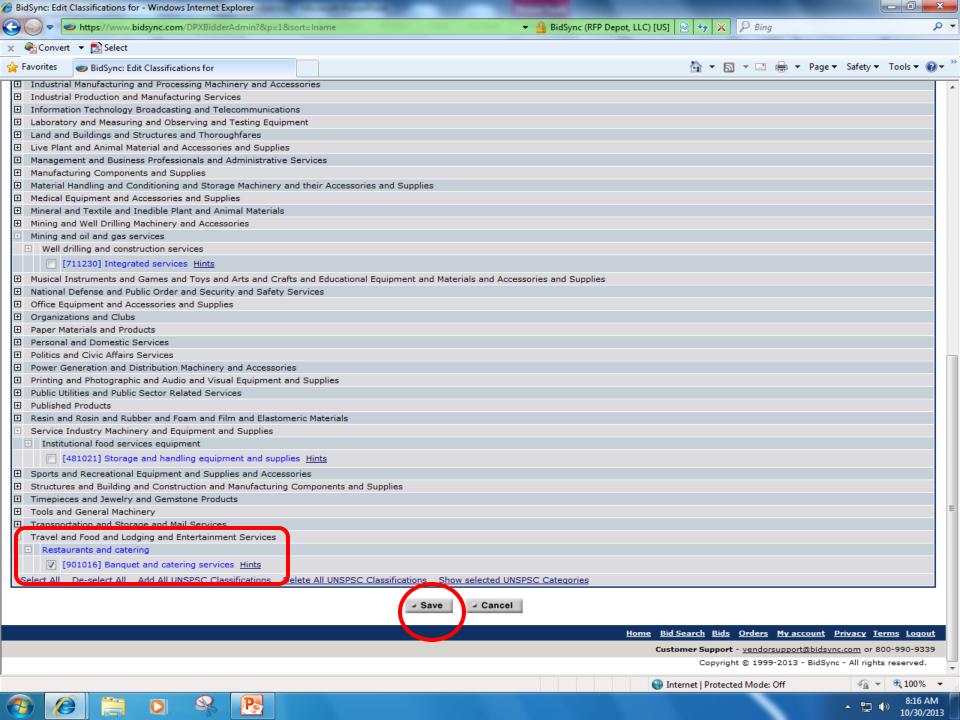


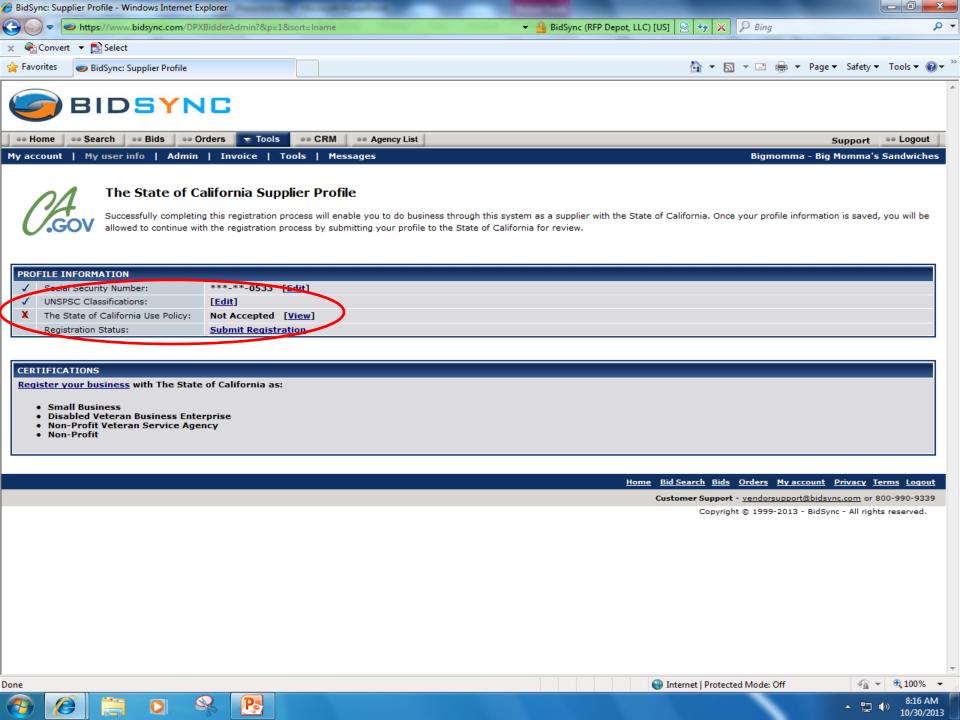


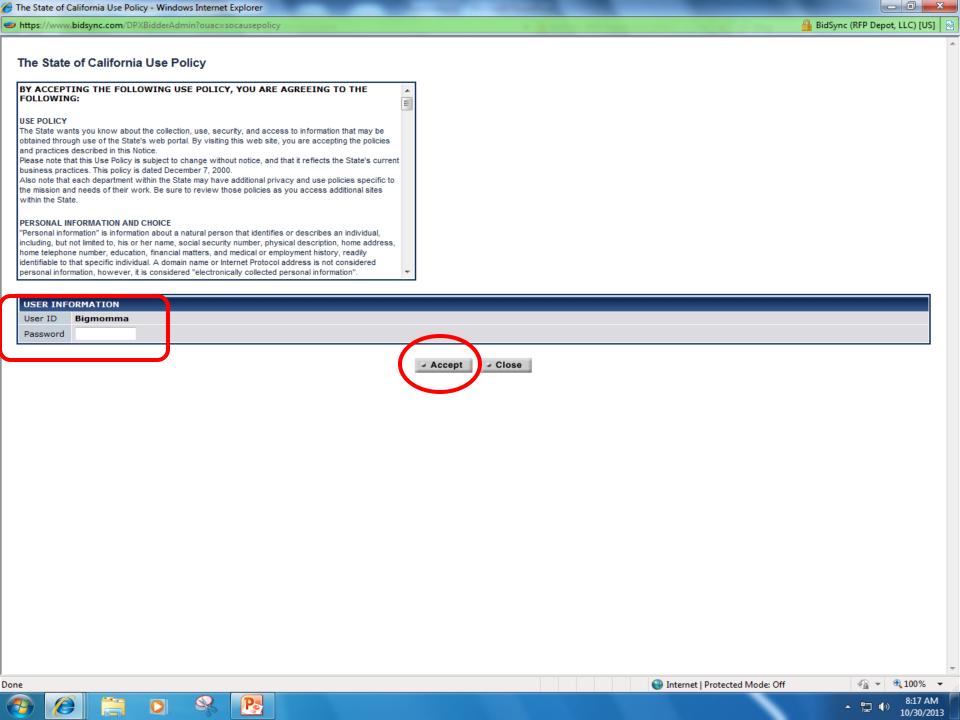


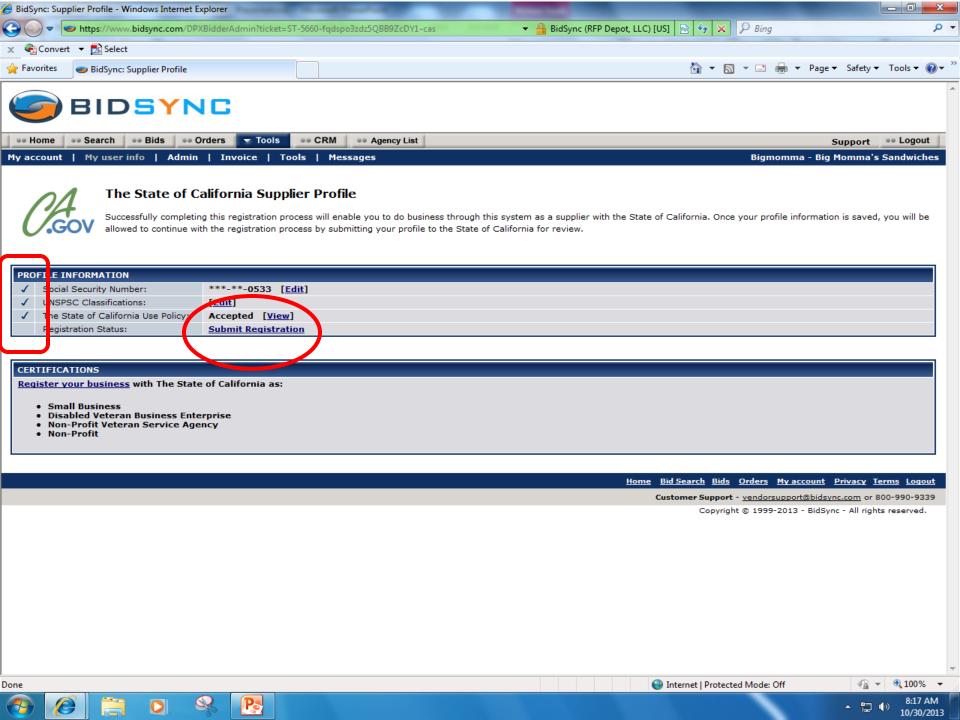


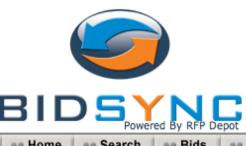


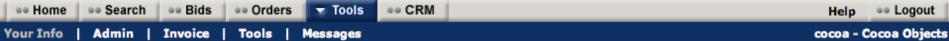














The State of California Supplier Profile

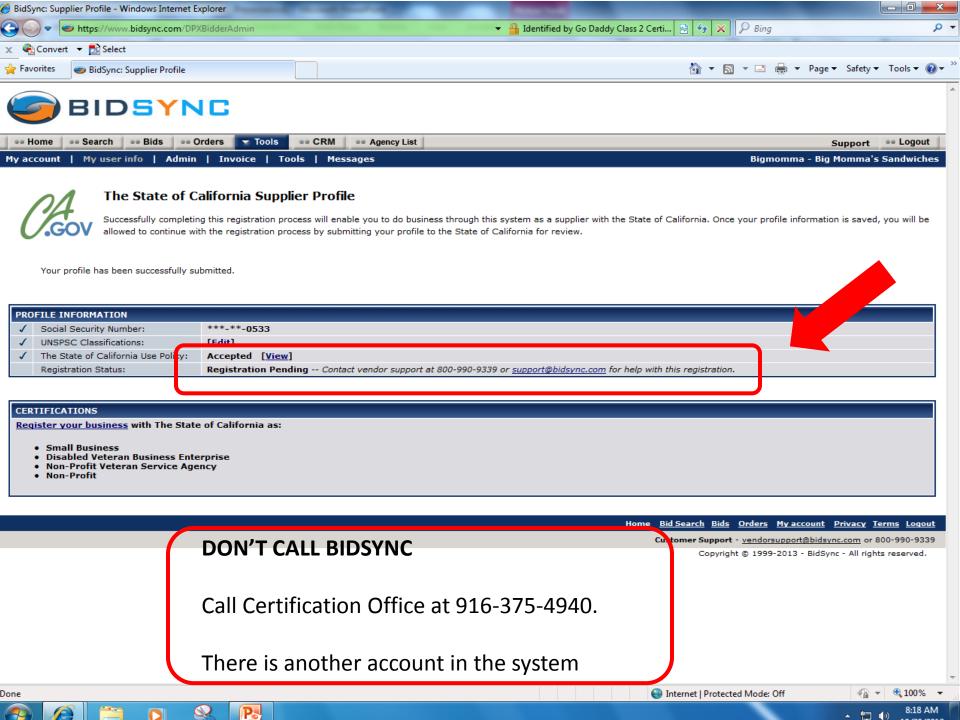
Successfully completing this registration process will enable you to do business through this system as a supplier with the State of California. Once your profile information is saved, you will be allowed to continue with the registration process by submitting your profile to the State of California for review.

 ✓ Federal Employer Identification Number: 123456798 ✓ UNSPSC Classifications: [Edit] ✓ The State of California Use Policy: Accepted [View] Registration Status: Registered 	PROFILE INFORMATION				
✓ The State of California Use Policy: Accepted [View.]	1	Federal Employer Identification Number:	123456798		
	1	UNSPSC Classifications:	[Edit]		
Registration Status: Registered	1	The State of California Use Policy:	Accepted [View		
		Registration Status:	Registered		

CERTIFICATIONS

Register your business with The State of California as:

- Small Business
- Disabled Veteran Business Enterprise
- Non-Profit Veteran Service Agency
- Non-Profit



Step 2 – Become a CA Certified Small Business and/or Disabled Veteran Business Enterprise

Now that your registration is complete, you can proceed and get certified by clicking the Register your business with State of California link within the Certification block.





Your Info | Admin | Invoice | Tools | Messages | Cocoa - Cocoa



The State of California Supplier Profile

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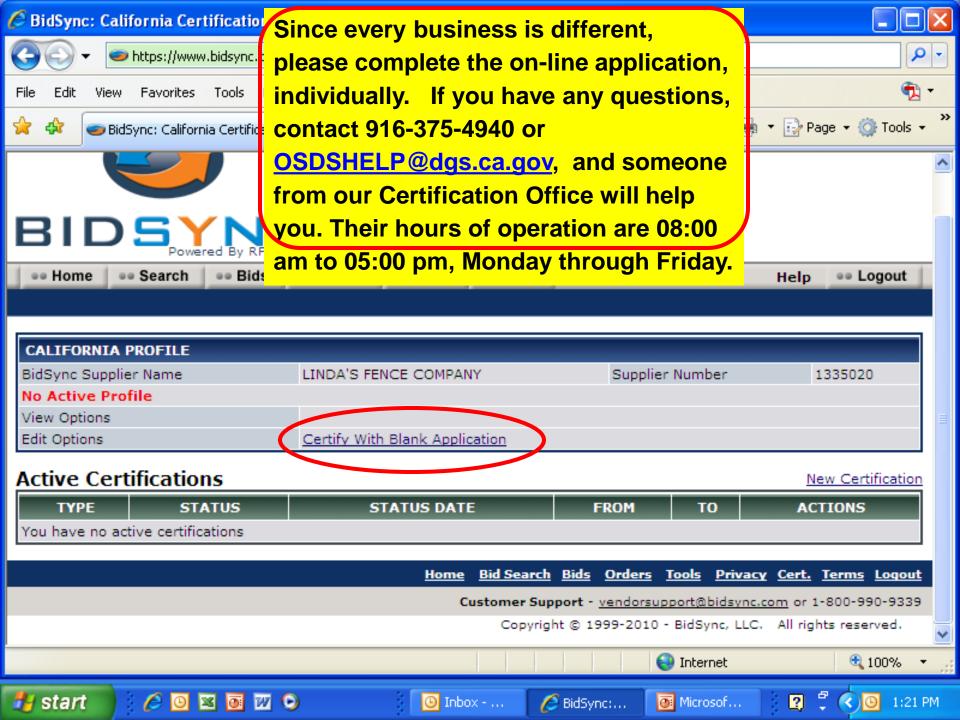
Π	PROFILE INFORMATION				
	✓.	Federal Employer Identification Number:	123456798		
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Small Business

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Summary

You now know:

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- The Benefits of the Program
- The Definition of eProcurement
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QUESTIONS

Thank you for participating in our presentation

We wish you success!

Email us at:

- Wayne.Gross@dgs.ca.gov
- Advocate@dgs.ca.gov or

Phone us at (800) 559-5529 X 3#

